

To: Welham, Lee (UK - Cambridge)[lwelham@deloitte.co.uk]; Knights, Richard (UK - Cambridge)[rknight@deloitte.co.uk]
From: Knight, Rob (UK - St Albans)
Sent: Fri 9/10/09 5:13:19 PM
Subject: FW: Q3 Autonomy Marketing Incentive

Helpful but not enough to substantiate a \$25m marketing element in my view.

I have asked if EMC can quantify but I suspect this is all we will get.

Rob

From: Stephen Chamberlain [mailto:stephenc@autonomy.com]
Sent: 09 October 2009 17:46
To: Knight, Rob (UK - St Albans); Welham, Lee (UK - Cambridge)
Subject: FW: Q3 Autonomy Marketing Incentive

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From: Mike Sullivan [mailto:msullivan@autonomy.com]
Sent: 20 September 2009 17:29
To: Sushovan Hussain - Autonomy; Steve Chamberlain - Autonomy
Subject: Fw: Q3 Autonomy Marketing Incentive

----- Original Message -----

From: Scannell_Bill@emc.com <Scannell_Bill@emc.com>
To: Mike Sullivan
Sent: Fri Sep 18 16:29:10 2009
Subject: Re: Q3 Autonomy Marketing Incentive

Mike

This looks like a great program and we are excited to participate in it.

Best
Bill

From: Mike Sullivan <msullivan@autonomy.com>
To: Scannell, Bill
Sent: Fri Sep 18 14:17:56 2009
Subject: Q3 Autonomy Marketing Incentive

Bill,

Per our recent discussions, and for the purposes of clarification, the following represents the details of Autonomy's Q3 marketing program for enterprise customers:

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As you know, we have standardized on EMC storage for our own hosted offerings and we often recommend EMC products to our customers. The purpose of the program is to strengthen our relationship with enterprise customers in the NYC region by offering them EMC information management products at attractive pricing. We will focus primarily on existing Autonomy Enterprise customers in the financial sector, but other companies may be added as we mutually agree.

Under the program, Autonomy offers to purchase products from EMC at a price consisting of:

- 1) EMC's discounted price to Autonomy, which typically will represent a discount off list price but will be determined on a deal by deal basis.
- 2) Plus a marketing Incentive supplied to EMC to be determined on a deal by deal basis.

Autonomy will in-turn, sell EMC hardware to the end customers at discounted pricing. Of course, all deals to be governed by the separate legal agreements we have with EMC.

I would appreciate it if you could confirm your understanding of the program.

Thanks,

Mike Sullivan

617-721-6786